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The Honorable Senator Dianne Feinstein  
United States Senate  
Washington, D.C. 20510

Dear Senator Feinstein:

Our 117 year young San Francisco global food and beverage company wishes to express our strong Support of the proposed U.S. FTA's with Colombia, Panama and South Korea. We export Martinelli's gold medal apple juice, Sun Maid raisins, Sunsweet prunes and many other California grown / packed products to these markets for decades. We need your help to pass these agreements and make our natural, healthy, popular local products more competitive in these loyal export markets. Please!

On a personal note, the first time we met was in 1979, just after you became Mayor of our beloved San Francisco. You spoke at a monthly dinner meeting of the International Trade Council, before about 200 young professionals working at the many import/export, shipping lines, and global businesses downtown. As President, I was honored to present you and your assistant, George Broder. Coincidentally, George was a neighbor of my wife, S.F. Prima Ballerina, Nancy Dickson. We both still enjoy a great friendship with George & wife, Wendy.

I also enjoyed a fun lunch with you in 1980 onboard a Gran Colombiana vessel docked at Pier 32, you as Mayor and me as a major shipper to Latin America on their service. We did not enjoy the FBI reception on the pier after our visit as they searched us both, went through your purse and took away the cans of Colombian coffee presented to us by the Captain of the vessel....after opening both cans to check for illegal substances!

My firm employs 4 individuals overseas, 1 each in Thailand, Mexico, Guatemala and Ecuador and we have a separate Otis office in Hong Kong with 3 full time staff. We're a small but very active and rather large volume specialty food company selling supermarkets, club stores and food distributors in 100 countries spanning 5 continents. I am very concerned about the rumored proposals by President Obama's

Re: FTA's & Tax regulations on U.S. International business

Administration to reduce or repeal the current, in my opinion pretty limited, tax deferral statutes benefitting our American businesses abroad.

Our small firm benefits from the few overseas employees, offices and their support of our U.S. food exports. We use and need the limited but helpful tax deferrals on our exports of California agricultural products and ability to hire a few overseas specialist to assist us with our mission. These foreign employees and offices, not currently subject to U.S. tax, pay local taxes in their countries and contribute to our economy by assisting Otis sell more goods and build strong U.S. brands abroad.

PLEASE do not support changes in the current overseas tax policies related to foreign earnings or expenses; it will hurt far more small businesses like ours in San Francisco, than the optimistic revenue stream unrealistically assumed by the proponents!

Most sincerely. Your fan of 30 years,  
OTIS McALLISTER, INC.

Everett C. Golden III  
President, C.O.O.

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